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CIPS L5M7 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">Understand the Dynamics of Supply Chains: This section of the exam measures the skills of Supply Chain Analysts and covers the foundational understanding of how supply chains operate, interact, and add value to organizations. It examines the differences between supply chains, supply networks, and supply chain management while exploring the concept of supplier tiering and network sourcing. Candidates are expected to understand how effective supply chain management improves quality, reduces costs and lead times, and fosters innovation while mitigating risks. Additionally, this section emphasizes the connection between an organizational infrastructure, culture, and process management in achieving efficient supply chains. It also compares various improvement approaches, including collaborative and competitive models, outsourcing, offshoring, and global procurement.
Topic 2	<ul style="list-style-type: none">Understand Measures Required to Achieve Competitive Advantage in Supply Chains: This section of the exam measures the skills of Strategic Sourcing Specialists and focuses on achieving and maintaining competitive advantage through strategic supply chain practices. It assesses knowledge of how organizations can leverage cost leadership or differentiation strategies to outperform competitors. Candidates are expected to understand pricing mechanisms such as fixed and variable pricing, open book costing, and riskreward arrangements that drive efficiency and transparency. The section also includes cost reduction techniques like supplier rationalization, value analysis, and negotiation strategies that enhance profitability. Finally, it examines collaborative approaches such as partnership sourcing, building supplier trust, and managing relationship life cycles to ensure long-term strategic advantages within the supply chain.

Topic 3	<ul style="list-style-type: none"> Understand Improvement Methodologies that Can Be Used in Supply Chains: This section of the exam measures the skills of Procurement Managers and focuses on the tools and methodologies used to enhance supply chain performance and efficiency. It highlights the principles of total quality management (TQM), including quality assurance and inspection, and their role in ensuring product and process consistency. Candidates must understand how to use statistical methods such as KPIs, data analysis, and Six Sigma to drive continuous improvement. The section also explores lean thinking, agile processes, Just-in-Time (JIT) systems, and the 5S methodology as frameworks for optimizing operations. Furthermore, it covers the application of business process re-engineering (BPR) and benchmarking to evaluate and redesign supply processes for better performance and competitiveness.
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CIPS Achieving Competitive Advantage Through the Supply Chain (L5M7) Sample Questions (Q53-Q58):

NEW QUESTION # 53

A company which uses Client Experience Strategy as part of its marketing tactic would provide which of the following? Select TWO.

- A. Provide a website
- B. Personalise the user experience**
- C. Lower prices
- D. Listen to customer feedback**

Answer: B,D

Explanation:

A Client Experience Strategy focuses on enhancing the end-to-end customer journey by understanding customer needs, personalising interactions, and incorporating feedback.

Short cited extract: "Customer experience strategy includes listening to feedback and personalising interactions." (L5M7 Study Guide, p.183) Reference: CIPS L5M7 Study Guide, p.183.

NEW QUESTION # 54

For which of the following supply examples is trust in the supplier least important?

- A. A leverage item with high profit impact
- B. A bottleneck item critical to production
- C. A non-critical item with low supply risk**
- D. A strategic item with high supply risk

Answer: C

Explanation:

Non-critical items involve low value and low risk, usually managed via transactional or arm's-length relationships where trust plays a minor role.

Short cited term: "non-critical = low trust required." (L5M7 Study Guide, p. 221) Reference: CIPS L5M7 Study Guide, p. 221.

NEW QUESTION # 55

In a typical supply chain, in which direction does value-add travel?

- A. From the retailer to the supplier
- B. From the customer to the distributor
- C. From the first supplier to the customer
- D. From the OEM to the retailer

Answer: C

Explanation:

Value flows downstream, originating with suppliers and moving toward the end customer. A typical chain is tiered suppliers # OEM/producer # distributors/retailers # customer. Short cited term: "value moves downstream" (L5M7 Study Guide, p.4).

Reference:CIPS L5M7 Study Guide, p.4.

NEW QUESTION # 56

Six Sigma is only suitable for the manufacturing industry. Is this correct?

- A. Yes - it's an excellent way to reduce costs
- B. No - it's not suitable for manufacturing
- C. Yes - it reduces defects in the supply chain
- D. No - it can be used across all industries and delivers bottom-line savings

Answer: D

Explanation:

Six Sigma applies universally to manufacturing, services, and administrative processes, improving quality and efficiency.

Short cited term: "applicable across all sectors to improve process performance." (L5M7 Study Guide, p. 154) Reference:CIPS L5M7 Study Guide, p. 154.

NEW QUESTION # 57

Freddie, a Procurement Professional, is reviewing supply chain risks. He believes all risks should be eliminated. Is this correct?

- A. Yes - create risk assessments for each supplier
- B. No - awareness only is required
- C. No - prevent risks where possible but tolerate low-level risks
- D. Yes - all supply chain risks must be removed

Answer: C

Explanation:

Risk management seeks to prevent and mitigate major risks, while tolerating low-impact risks when elimination isn't feasible.

Short cited extract: "Low-level risks can be tolerated if likelihood and impact are minimal." (L5M7 Study Guide, p.49)

Reference:CIPS L5M7 Study Guide, p.49.

NEW QUESTION # 58

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